

flock safety

Project Proposal

Public Safety Operating System



Marshall County Sheriff's Office,

We appreciate the opportunity to bid on this project. Based on the needs shared we are confident that we can deliver a system that will help prevent and reduce crime.

When we started Flock Safety in 2017, we were just concerned citizens trying to use our talents in electrical engineering and software development to help our neighborhoods stop property crime. Since that time, we've heard from Sheriffs, Chiefs of Police, Command Staff, City Councils, Business Leaders, and other Concerned Neighbors like us from all across the country. There is a growing desire to work together to eliminate crime and I believe that with the right technology, hard-working officers, and community engagement we can make a serious dent in the crime in your jurisdiction.

And it's working today in 2000+ cities, with 1500+ law enforcement agencies across the country, hiring 700+ employees. We're seeing lower crime rates, kidnapping victims returned to their families unharmed, tens of millions of dollars in recovered stolen vehicles, illegal weapons taken off the streets, a renewed energy among detectives and patrol officers, and most importantly, communities that support their local law enforcement because they are safer than ever before. moreover, Flock is the only company in this space that views privacy as a deliverable, and we will continue to do so in perpetuity.

We want to continue that success with you and your community, so that you can:

- Use the latest, most advanced technology to capture better evidence
- Build tighter partnerships between law enforcement and the community you serve
- Have a local team of Flock Safety reps dedicated to working with you and serving you
- Flock's terms and conditions have been included for the City's review. If Flock is awarded, Flock will work with the City to find mutual terms that satisfy both parties.

Together, we can change the fabric of our country. We look forward to hearing from you and hope you will join the "flock"!

Thank you,



Garrett Langley
Founder and CEO

Garrett Langley

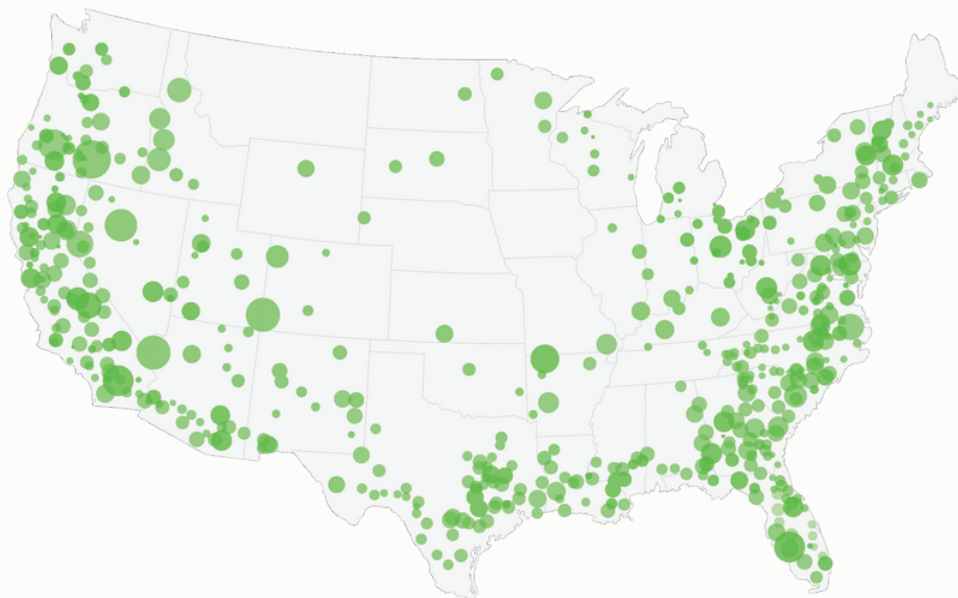
Company Overview

Introducing an Innovative Approach to Real-time Policing

At Flock Safety, we believe technology unites law enforcement and the communities they serve to eliminate crime and shape a safer future, together. We've created the first public safety operating system to enable neighborhoods, schools, businesses, and law enforcement to work together to collect visual, audio, and situational evidence across an entire city to solve and prevent crime.

Our connected platform, comprised of License Plate Recognition (LPR), live video, audio detection, and a suite of integrations (AVL, CAD & more), alerts law enforcement when an incident occurs and turns unbiased data into objective answers that increase case clearance, maximize resources, and reduce crime --all without compromising transparency or human privacy.

Join thousands of agencies reducing crime with Flock Safety's public safety operating system



2000+

COMMUNITIES
WITH PRIVATE-PUBLIC
PARTNERSHIPS



120

INCIDENT ALERTS
/MINUTE



1B+

1B+ VEHICLES
DETECTED / MONTH



<60%*

60% LOCAL CRIME
REDUCTION IN FLOCK
CITIES

*According to 2019 study conducted
by Cobb County Police Department

Sheriff's Office Camera Specifications:

- Vendor provides all required permitting, ability to mount devices in varying installations, and continued maintenance of all provided hardware and software.
 - **Flock Safety Complies**
- Camera system must Receive SMS, email, and in-app notifications for custom Hot Lists, NCIC wanted lists, AMBER alerts, Silver alerts, Vehicle Fingerprint matches, etc....
 - **Flock Safety Complies**
- Camera System must allow officers to filter footage in seconds based on time, location, and detailed vehicle criteria.
Search filters must include at a minimum:
 - Vehicle make Body type Color
 - License plates
 - Partial tags
 - Missing tags
 - Temporary tags
 - State recognition
 - Decals - **Window Stickers**
 - Bumper stickers
 - Back racks
 - Top racks
 - **Flock Safety Complies**
- System must include national and local sharing to include the following at a minimum:
 - NCIC
 - NCMEC Amber Alert REJIS FBI
 - **Flock Safety Complies**
- Devices must be contain a standalone power source (i.e. Solar, battery, etc.) and utilize LTE offload to a CJIS compliant cloud storage.
 - **Flock Safety Complies**
- The footage must remain property of the Marshall County Sheriff's office, who will be able to determine who can have access to the information.
 - **Flock Safety Complies**
- The vendor cannot sell the data, images or any other information ascertained from the cameras. The vendor cannot sell or allow access to the system by any third parties.
 - **Flock Safety Complies**
- Cameras must be able to, at a minimum, capture vehicles travelling up to 75 MPH, day and night, and up to 75ft away
 - **Flock Safety Complies**
- Specific Requirements
 - Regular software updates at no additional cost
 - Camera maintenance is to be included in the subscription pricing
 - **Flock Safety Complies**

Layered Intelligence to Solve More Crime

The pathway to a safer future looks different for every community. As such, this proposal presents a combination of products that specifically addresses your public safety needs, geographical layout, sworn officer count, and budget. These components make up your custom public safety operating system, a connected device network and software platform designed to transform real-time data into a panoramic view of your jurisdiction and help you zero in on the leads that solve more cases, prevent future crimes, and foster trust in the communities you serve.

Meet Your Public Safety Operating System

SOFTWARE PLATFORM

Flock Safety's out-of-box software platform is FlockOS™, a software tool that collects and makes sense of visual, audio, and situational evidence from across your entire network of devices. With unlimited user licenses, your entire law enforcement agency can access the real-time investigative leads needed to increase case clearance, protect the community, and decrease crime rates.

FlockOS™ Features

<h3>Simplified Search</h3>	<p>Get a complete view of all activity tied to one vehicle in your network of privately and publicly owned cameras. The user-friendly search experience allows officers to filter hours of footage in seconds based on time, location, and detailed vehicle criteria using patented Vehicle Fingerprint™ technology. Search filters include:</p> <ul style="list-style-type: none"> • Vehicle make • Body type • Color • License plates <ul style="list-style-type: none"> ◦ Partial tags ◦ Missing tags ◦ Temporary tags ◦ State recognition • Decals • Bumper stickers • Back racks • Top racks
<h3>National and Local Sharing</h3>	<p>Access 1B additional plate reads each month without purchasing more cameras. Solve cross-jurisdiction crimes by opting into Flock Safety's sharing networks including one-to-one, national, and statewide search networks. Users can also receive alerts from several external LPR databases:</p> <ul style="list-style-type: none"> • California SVS • FDLE • FL Expired Licenses FL Expired Tags • FL Sanctioned Drivers FL Sex Offenders • Georgia DOR • IL SOS • Illinois Leads • NCIC • NCMEC Amber Alert REJIS • CCIC • FBI
<h3>Real-time Alerts</h3>	<p>Receive SMS, email, and in-app notifications for custom Hot Lists, NCIC wanted lists, AMBER alerts, Silver alerts, Vehicle Fingerprint matches, and more.</p>

Interactive ESRI Map	View your AVL, CAD, traffic, and LPR alerts alongside live on-scene video from a single interactive map for a birdseye view of activity in your jurisdiction.
Vehicle Routing Analysis	Visualize sequential Hot List alerts and the direction of travel to guide officers to find suspect vehicles faster.
Transparency Portal	Establish community trust with a public-facing dashboard that shares policies, usage, and public safety outcomes related to your policing technology.
Insights Dashboard	Access at-a-glance reporting to easily prove ROI, discover crime and traffic patterns and prioritize changes to your public safety strategy by using data to determine the most significant impact.
Native MDT Application	Download FlockOS™ to your MDTs to ensure officers never miss a Hot List alert while out on patrol.
Hot List Attachments	Attach relevant information to Custom Hot List alerts. Give simple, digestible context to Dispatchers and Patrol Officers responding to Hot List alerts so they can act confidently and drive better outcomes. When you create a custom Hot List Alert, add case notes, photos, reports, and other relevant case information.
Single Sign On (SSO)	Increase your login speed and information security with Okta or Azure Single Sign On (SSO). Quickly access critical information you need to do your job by eliminating the need for password resets and steps in the log-in process.

FlockOS™ Add-Ons

Camera Sharing Program

Flock Camera Registry

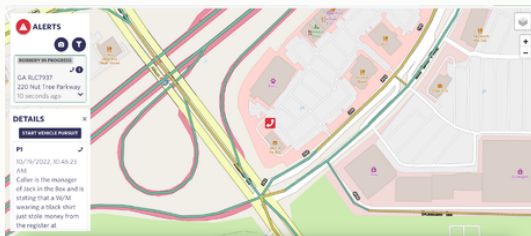
map visualization of registered camera owners to speed up investigations and build collaboration in the community

Community Engagement Website

an agency branded website to promote public private partnership options and facilitate the MOU process

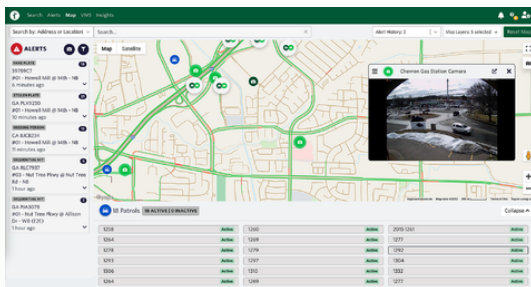
FlockOS™ Integrations

Computer Aided Dispatch (CAD)



Provide your Dispatchers and Patrol Officers with real-time incident context from 911 calls. Display CAD events in your Flock Safety Map, including important incident information like location, priority, and event type.

Automatic Vehicle Location (AVL)



Bring live patrol locations and status into a single map view, giving dispatchers and patrol officers more context to deploy resources effectively and decrease incident response times.

DEVICE NETWORK

Vehicle Recognition System



The foundational layer to Flock Safety's public safety operating system is the Flock Safety Falcon® infrastructure-free LPR cameras. Unlike traditional LPR, the Flock Safety Falcon® uses Vehicle Fingerprint technology* to transform hours of footage into actionable evidence, even when a license plate isn't visible, and sends Hot List alerts to law enforcement users when a suspect vehicle is detected. The Flock Safety Falcon® has both fixed and location-flexible deployment options with 30% more accurate reads than leading LPR.*

CAMERA

Length: 8.75"

Height: 5"

Width: 2.875"

Mounting: Adjustable band clamps


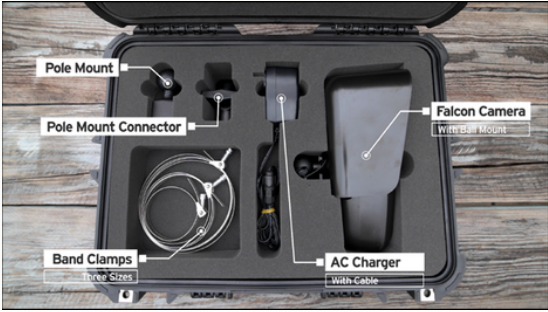
Weight: 3lbs

Footage: Uploads via integrated LTE

Field of View: 15' wide, 65' distance

Assembly: Flock Safety in Atlanta, GA

*Results from 2019 side-by-side comparison test conducted by LA County Sheriff's Department

Flock Safety Falcon® LPR Camera	Flock Safety Falcon® Flex LPR Camera
 <p>Fixed, infrastructure-free LPR camera designed for permanent placement.</p>	 <p>Location-flexible LPR camera designed for fast, easy self-installation, which is ideal for your ever-changing investigative needs.</p>
1 LICENSE PLATE READER CAMERA	1 LICENSE PLATE READER CAMERA
UNLIMITED LTE DATA SERVICE FLOCKOS™ PLATFORM LICENSES	UNLIMITED LTE DATA SERVICE + SOFTWARE LICENSES
<p>1 DOT BREAKAWAY POLE</p> <p>DOT Breakaway Pole: 12' installed height</p> <p>Diameter: 2.875" OD, 2.125" ID</p> <p>Material: 6061 Aluminum with black coating</p> <p>Alloy: 6061</p> <p>Weight: 32 lbs</p>	1 PORTABLE MOUNT WITH VARYING-SIZED BAND CLAMPS
<p>DUEL SOLAR PANELS</p> <p>Voltage: 18-20V</p> <p>Weight: 25.73 lbs (with hardware)</p> <p>Length: 21.25"</p> <p>Width: 28"</p> <p>Mount: Pole top or side of existing pole</p>	1 CHARGER FOR INTERNAL BATTERY

SERVICES

Your Flock Safety Team

Flock Safety is more than a technology vendor; we are a partner in your mission to build a safer future. We work with thousands of law enforcement agencies across the US to build stronger, safer communities that celebrate the hard work of those who serve and protect. We don't disappear after contracts are signed; we pride ourselves on becoming an extension of your hard-working team.

Implementation	Meet with a Solutions Consultant (former LEO) to build a deployment plan based on your needs. Our Permitting Team and Installation Technicians will work will get your device network approved, installed, and activated.
User Training Support	Your designated Customer Success Manager will help train your power users and ensure you maximize the platform, while our customer support team will assist with needs as they arise.
Maintenance	<p>We proactively monitor the health of your device network. If we detect that a device is offline, a full-time technician will service your devices for no extra charge.</p> <p>Note: Ongoing maintenance does not apply for Flock Safety Falcon® Flex devices.</p>
Public Relations	<p>Government Affairs Get support educating your stakeholders, including city councils and other governing bodies.</p> <p>Media Relations Share crimes solved in the local media with the help of our Public Relations team.</p>

WARRANTY AND AFTER PURCHASE SUPPORT

Flock Safety offers an unlimited maintenance warranty for the lifetime of the contract. This means that if the contracting entity had a Flock Falcon ALPR Camera stop working, malfunctions, the solar panel or back up batteries stop working or malfunction to no fault of the contract entity's own, Flock Safety will replace or repair the device at NO cost to the contracting entity. If there is a newer iteration of our ALPR camera available at the time of the older iteration camera's need for replacement, Flock Safety will replace that camera for the upgraded camera at NO cost to the contracting entity. If a camera is lost, stolen, or damaged, a replacement device can be purchased at a discounted price of \$800*.

Full replacement as a result of vandalism, theft, or damage

* Flock pole, camera, and solar (non-AC Powered)..... \$1300

* Advanced pole, camera, and solar (non-AC Powered)..... \$5800

After purchase support includes a dedicated Accounts Manager, a dedicated Customer Success Manager and Flock Safety's 24/7 support as well via phone, web chat or email. All of this comes at no additional cost to the PD. Unlimited training is also included after the purchase either in person or virtually through Zoom, based on the PD's preference.



PROJECT TEAM MEMBERS AND LOCAL SERVICE SUPPORT

Flock Safety is able to provide the Contracting Entity with excellent customer service for the reason that the agency will have a dedicated Sales Rep along with a dedicated Customer Success Manager. Both of these individuals will be the primary points of contact at Flock Safety for the contracting entity. Additionally, Flock Safety offers 24/7 support via email and phone. The contracting entity may reach out to our Support at any time for troubleshooting, questions, emergencies, equipment failure, etc. Flock Safety has local full-time technicians that live in will handle all new installations and ongoing maintenance as well resulting in a quick turnaround for issues. Flock Safety has built in alarms on all of our hardware devices so if an ALPR camera stops capturing images after a 15-20 minute period, an alert gets sent to our Support Team to diagnose the problem. They will see if they can diagnose the issue remotely and if not, a work order will be created and a technician will be scheduled to come out and remedy the problem. Flock offers “Daily Digest Emails” as well notifying key stakeholders at the PD of when maintenance will occur along with new camera installations, relocations, etc. Support’s Phone number is 866.901.1781 and the email is Support@flocksafety.com

Cate Carreiro Canton, MS	Accounts Manager <ul style="list-style-type: none">• Sales/Contracting/Procurement/Legal
Derek Johns Auburn, AL	Accounts Customer Success Manager <ul style="list-style-type: none">• Training/Support/Day to Day Contact
Cali Leininger Vernal, UT	Accounts Project Manager <ul style="list-style-type: none">• Site Surveys/Permitting/Installation
David Ballard Memphis, TN	Solutions Consultant <ul style="list-style-type: none">• Deployment Strategy/Camera Mapping

PRICING

Please see below for Flock Safety's all-inclusive fixed price to this Request for Proposal (RFP):

- Our pricing quote encompasses ALL necessary software licenses (unlimited), professional services required to design, implement and provide ongoing maintenance and base support services for a working, fully functional ALPR Software and Hardware system. The proposed quote/fee is all-inclusive and a not-to-exceed figure. Flock does not charge for any sort of travel expenses nor do we charge for in person training or support, that is all covered by Flock on our end.

Flock's pricing also includes:

- ALL Hardware and Software
- Unlimited user licenses
- NCIC Hotlist Integration
- Installation of ALL hardware
- Ongoing maintenance of hardware and software + ongoing support
- Any new software enhancements or upgrades
- Unlimited Cloud Data Storage through Amazon Web Services GovCloud
- LTE Cellular Data SIM Card either through Verizon or AT&T FirstNet (this will depend on the location of the camera, our field technicians conduct a site survey before installation to determine which provider has the best coverage)

PRICING



Budgetary Quote

This document is for informational purposes only. Pricing is subject to change.

Bill To: 1234 Sesame Street Holly Springs, Mississippi 38635

Ship To: 1234 Sesame Street Holly Springs, Mississippi 38635

Billing Company Name: MS - Marshall County SO

Subscription Term: 24 Months

Billing Contact Name:

Payment Terms: Net 30

Billing Email Address:

Retention Period: 30 Days

Billing Phone:

Billing Frequency: Annual Plan - First Year Invoiced at Signing.

Hardware and Software Products

Annual recurring amounts over subscription term

Item	Cost	Quantity	Total
Flock Safety Platform			\$48,500.00
Flock Safety LPR Products			
Flock Safety Falcon ®	Included	15	Included
Flock Safety Falcon ® Flex	Included	1	Included

Professional Services and One Time Purchases

Item	Cost	Quantity	Total
One Time Fees			
Flock Safety Professional Services			
Professional Services - Standard Implementation Fee	\$650.00	6	\$3,900.00
Professional Services - MASH Tested Pole Implementation Fee - Non-Coastal Region	\$1,250.00	9	\$11,250.00
Subtotal Year 1:			\$63,650.00
Annual Recurring Subtotal:			\$48,500.00
Estimated Tax:			\$0.00
Contract Total:			\$112,150.00

Taxes shown above are provided as an estimate. Actual taxes are the responsibility of the Customer. This is not an invoice – this document is a non-binding proposal for informational purposes only. Pricing is subject to change.

Product and Services Description

Flock Safety Platform Items	Product Description
Flock Safety Falcon ®	An infrastructure-free license plate reader camera that utilizes Vehicle Fingerprint® technology to capture vehicular attributes.

One-Time Fees	Service Description
Installation on existing infrastructure	One-time Professional Services engagement. Includes site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Advanced Implementation Service Brief.
Professional Services - Standard Implementation Fee	One-time Professional Services engagement. Includes site and safety assessment, camera setup and testing, and shipping and handling in accordance with the Flock Safety Standard Implementation Service Brief.
Professional Services - Advanced Implementation Fee	One-time Professional Services engagement. Includes site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Advanced Implementation Service Brief.

FlockOS Features & Description

Package: Community

FlockOS Features	Description
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CUSTOMER REFERENCES

Each of the Law Enforcement Agencies listed below are current Flock Safety customers/partners who have purchased and deployed our Stationary Falcon ALPR Cameras throughout their respective Cities/Counties with great success.

Ridgeland Police Department, MS	Eddy Addison eddie.addison@ridgelandms.org
Gluckstadt Police Department, MS	Stephen Tucker stephen.tucker@gluckstadt.net
Byram Police Department, MS	David Errington derrington@byram-ms.us